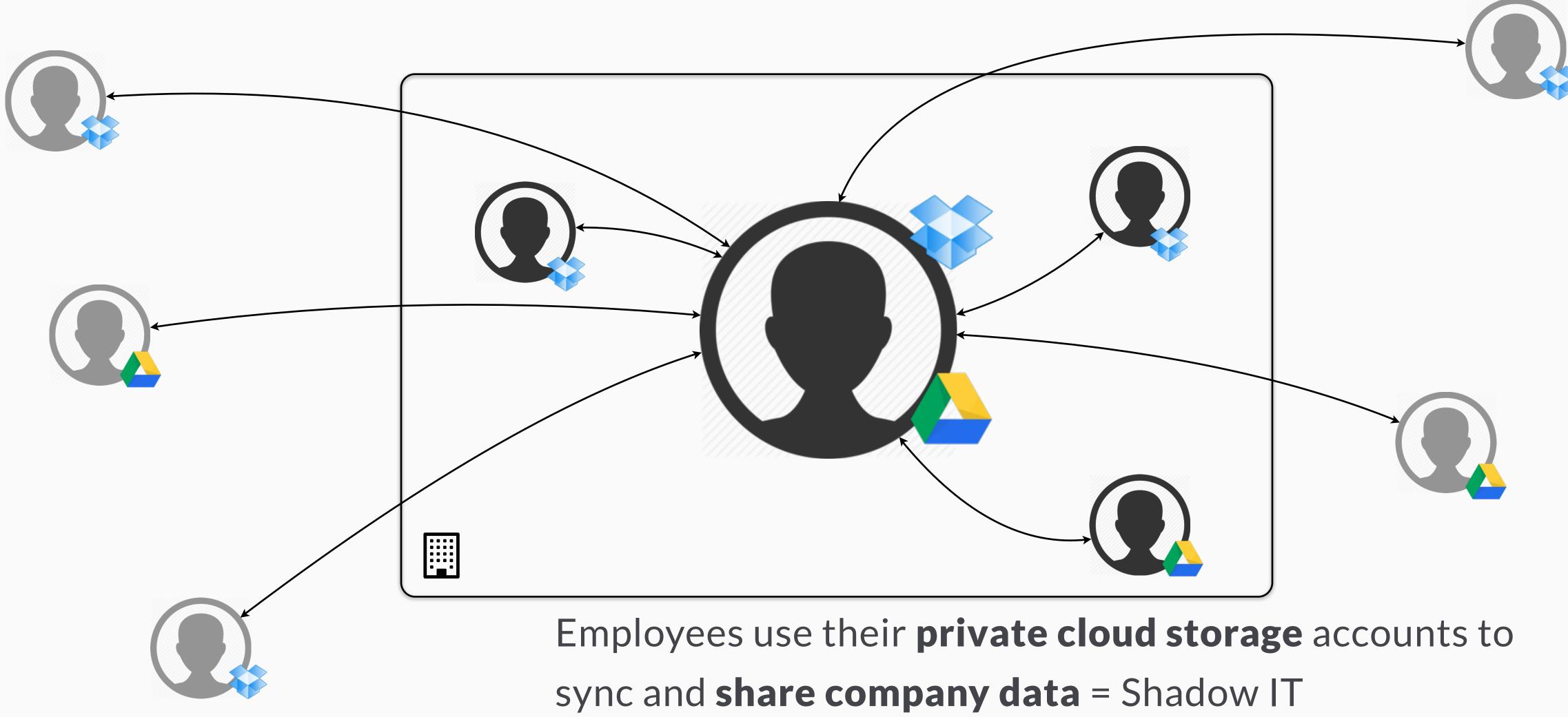


S CrossCloud

We secure private cloud storage in

companies.











of employees use unauthorised cloud services

[1] Frost and Sullivan - The Hidden Truth behind shadow IT - 2015



of these services are cloud storage

[1] Netskope Cloud Report - 2015



of companies don't know which apps are used but would like to know

[1] CSA Cloud Adoption Practices and Priorities Survey Report - 2015



of companies have measures in place

[1] CSA Cloud Adoption Practices and Priorities Survey Report - 2015

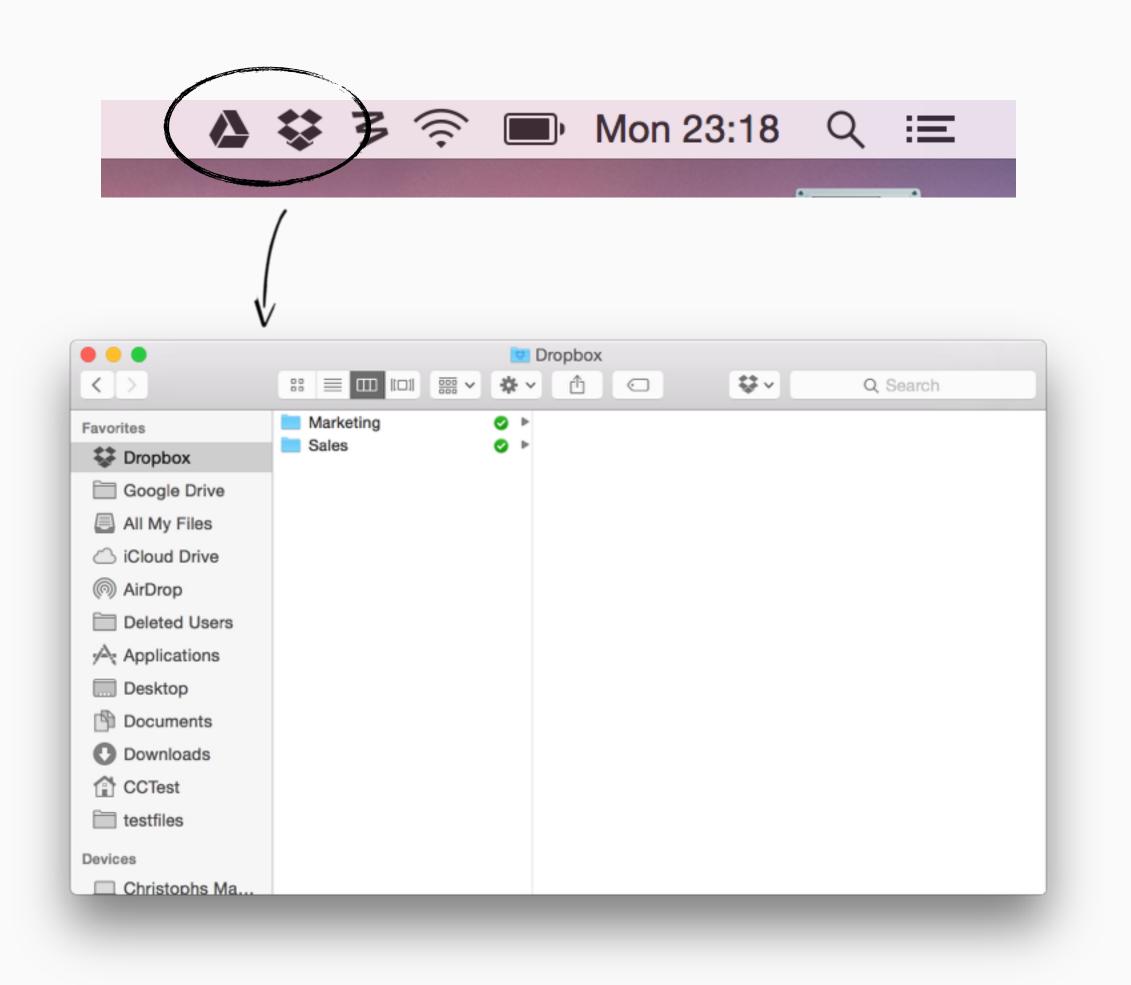


• No transparency over cloud storage usage

- No **possession** of data
- No control over data
- No data security possible



A business client application for cloud storage.



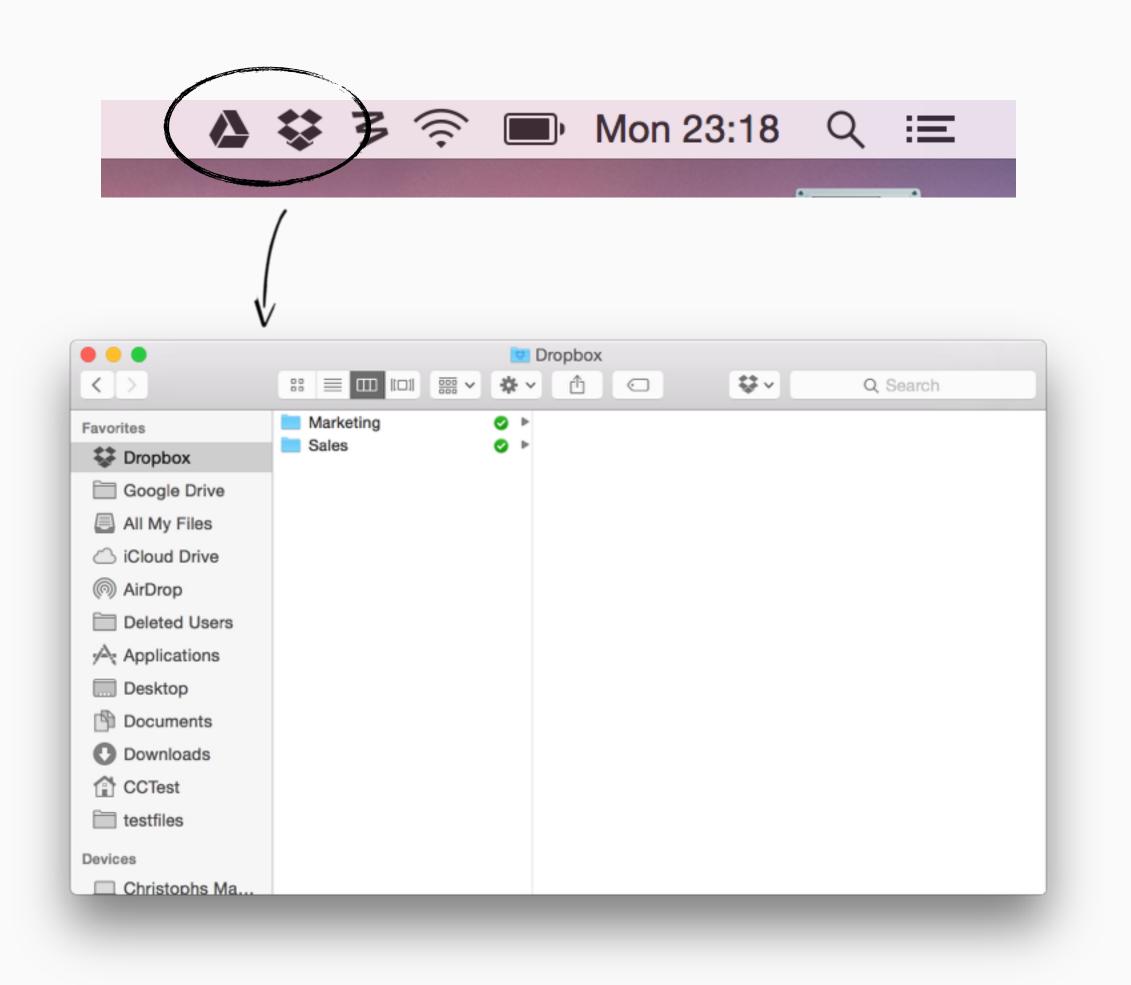
Storage Provider Application: Hard to Control



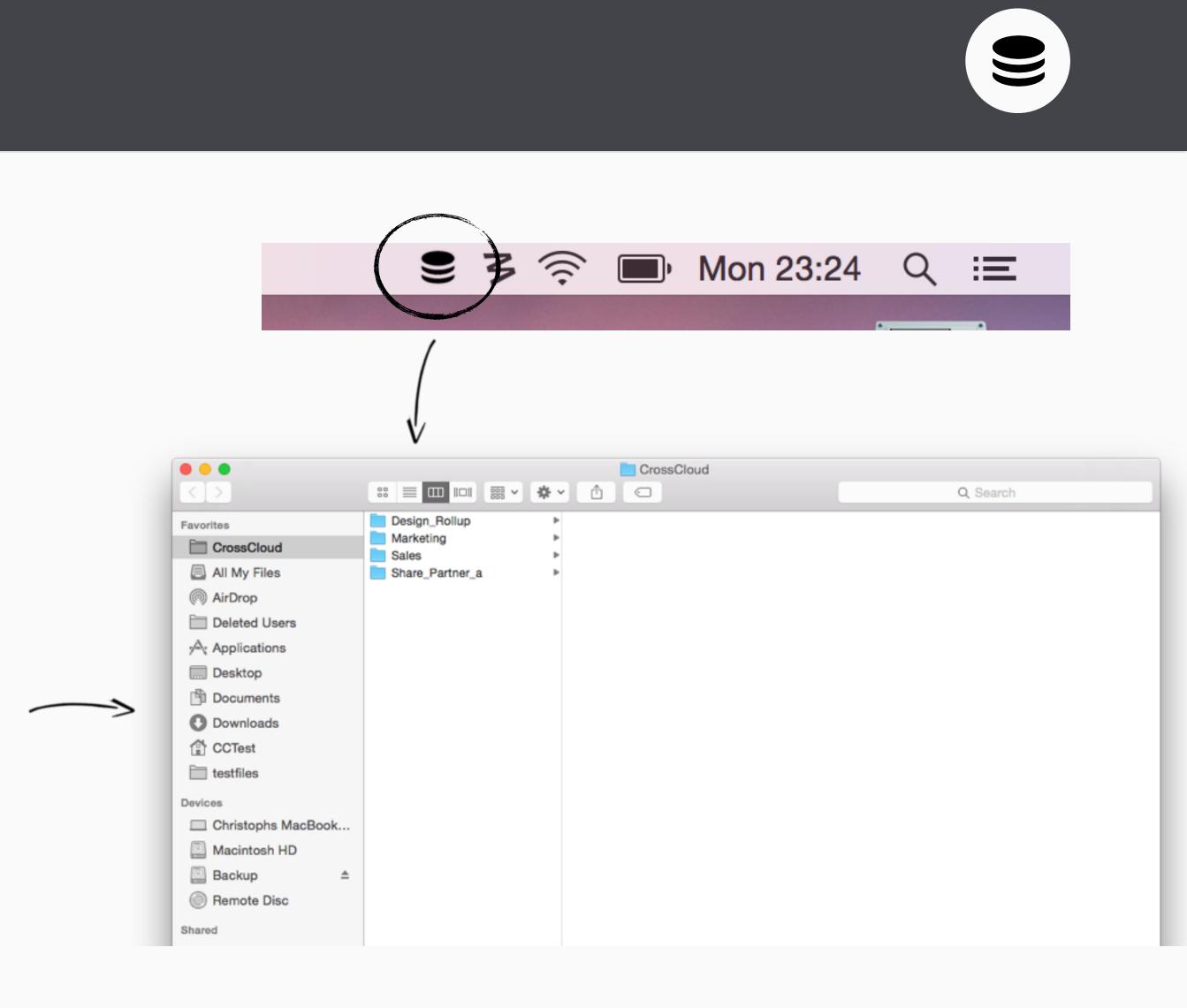
	939	 ,	Mon 23:24	Q	Ξ
 Dropbox Dropbox Google Drive Dropbox Dropbox Dropbox Dropbox Type: Dropbox User: CrossCloud me Total space: 2 GB Used space: 34.64 KB (0 %) 					
 Dropbox Dropbox Google Drive Boogle Drive Dropbox Dropbox Dropbox Dropbox User: CrossCloud me Total space: 2 GB Used space: 34.64 KB (0 %) 					
Coogle Drive Coogle Drive Dropbox Dropbox Dropbox Dropbox Type: Dropbox User: CrossCloud me Total space: 2 GB Used space: 34.64 KB (0 %)					•
Dropbox Type: Dropbox User: CrossCloud me Total space: 2 GB Used space: 34.64 KB (0 %)	_		Dropbox Dropbox		
	Google Drive		Type: Dropbox User: CrossCloud me Total space: 2 GB Used space: 34.64 KB (0 %)		

CrossCloud: Full Control





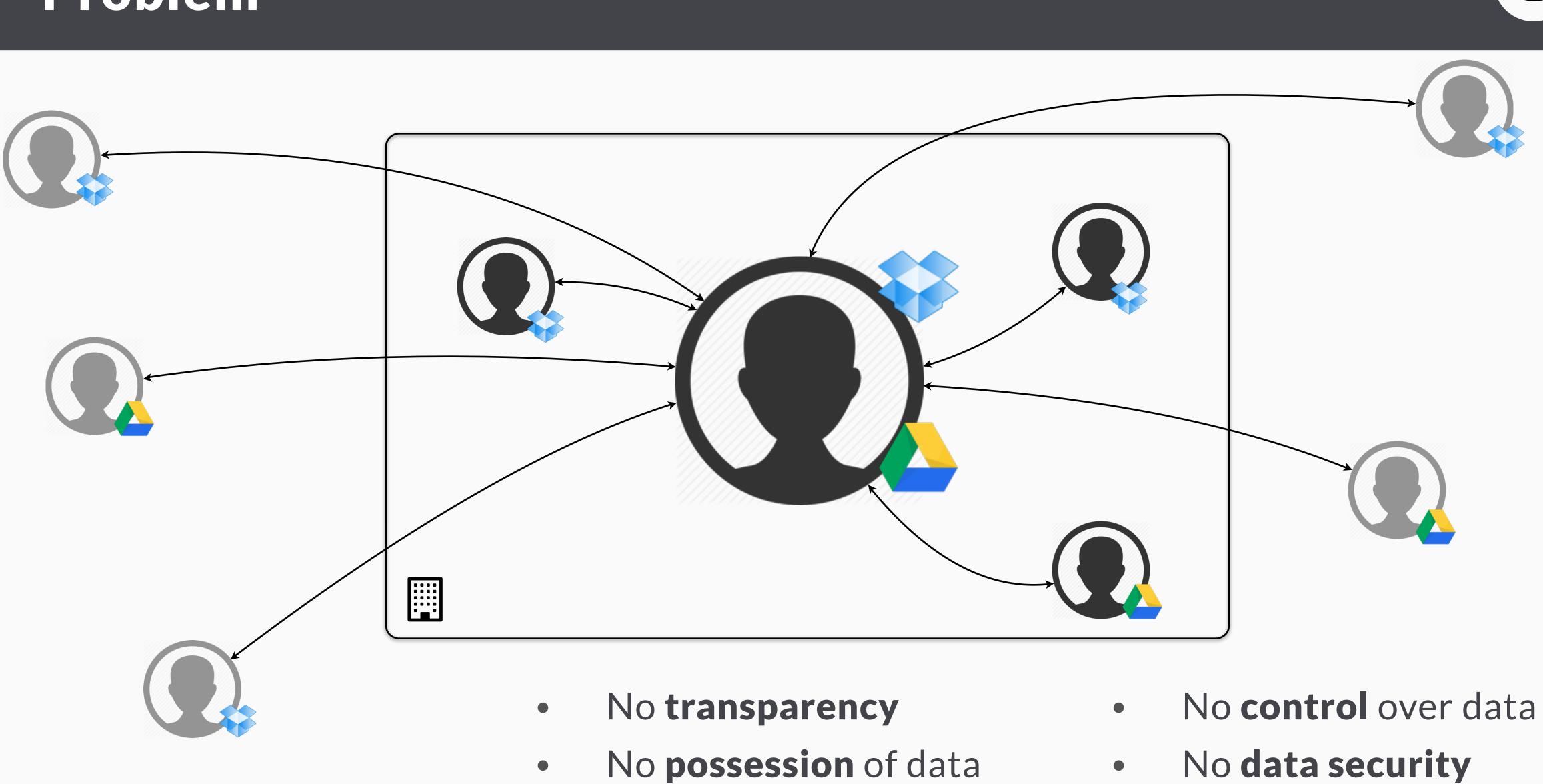
Storage Provider Application: Hard to Control



CrossCloud: Full Control



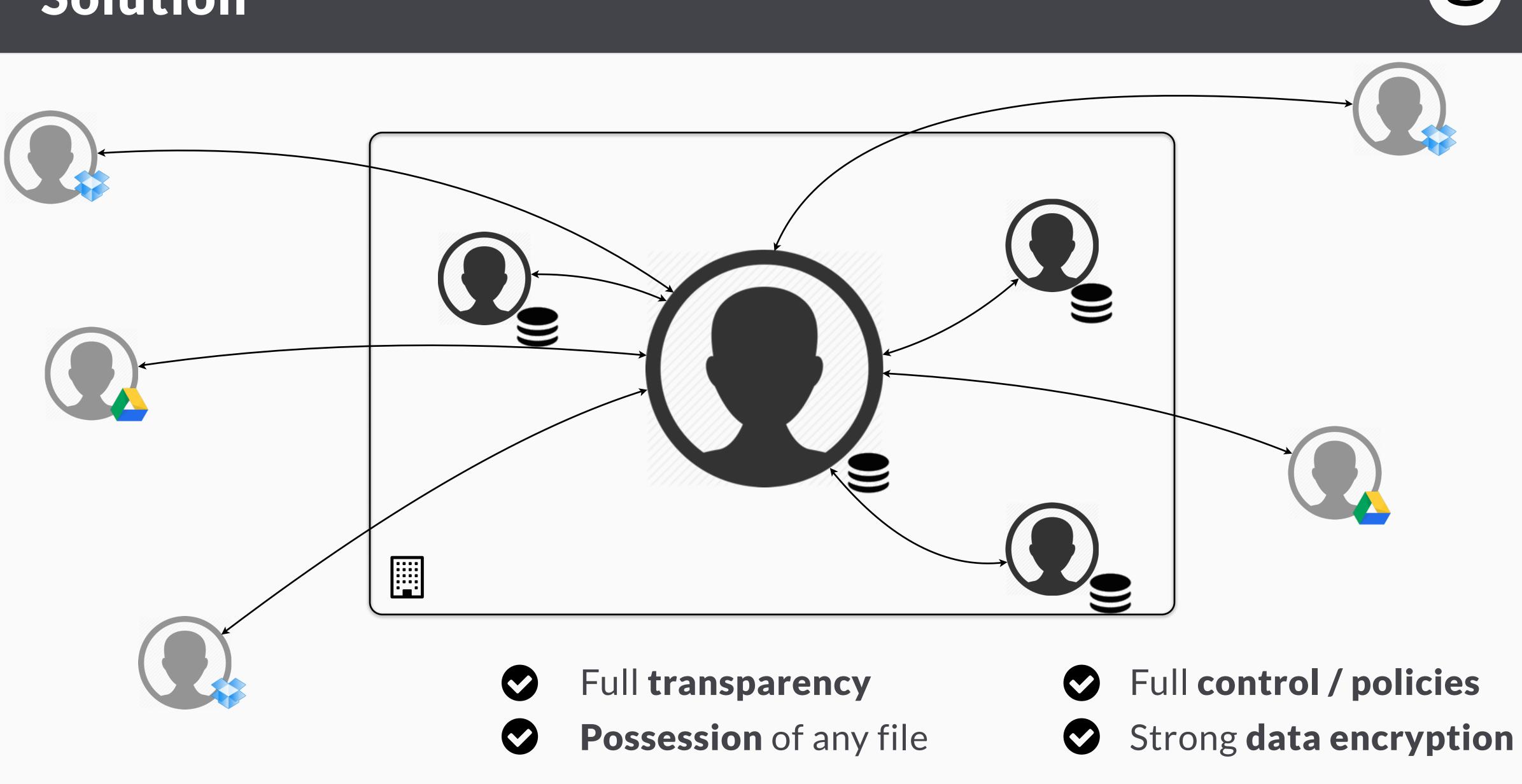




No data security



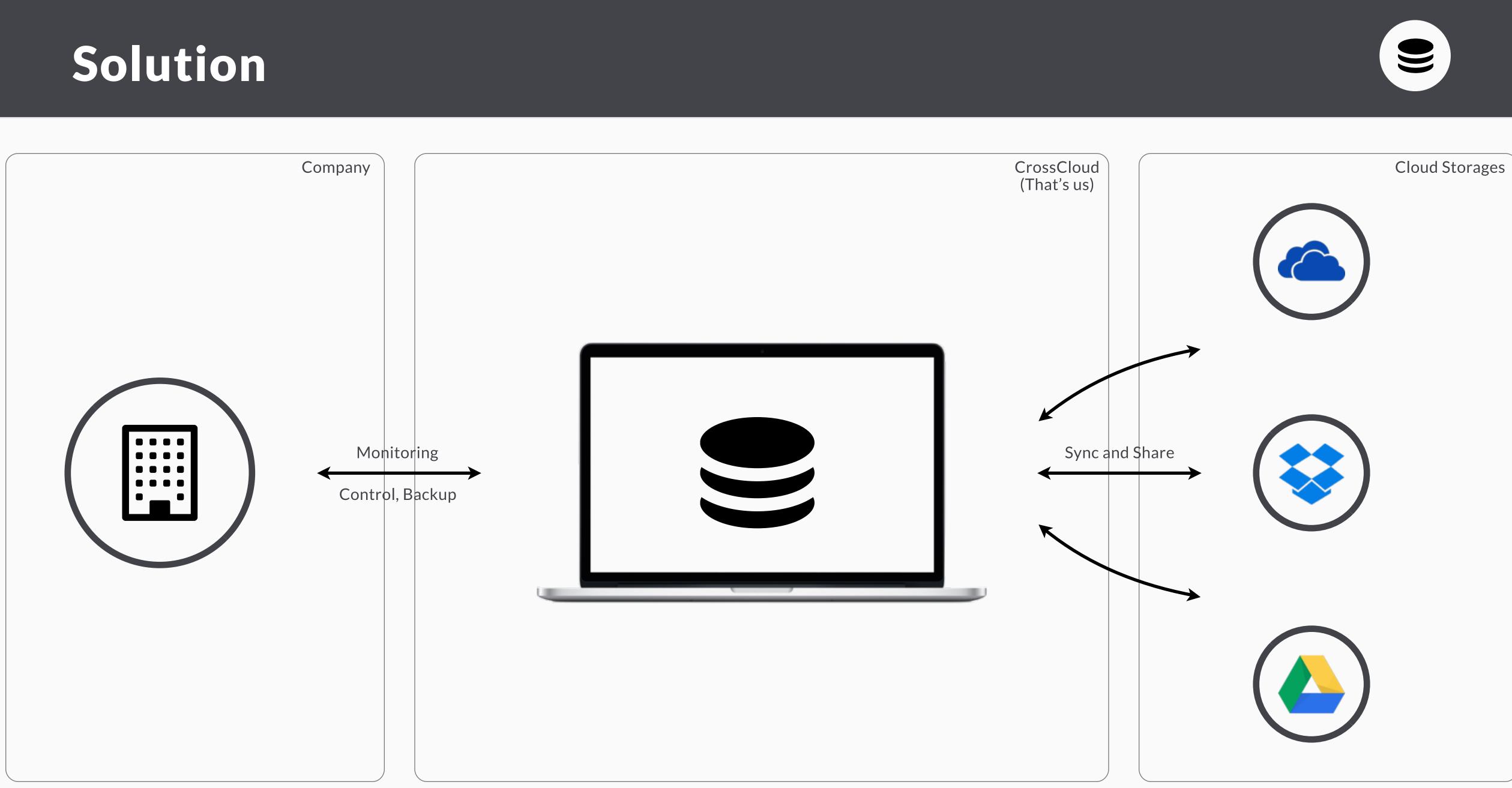




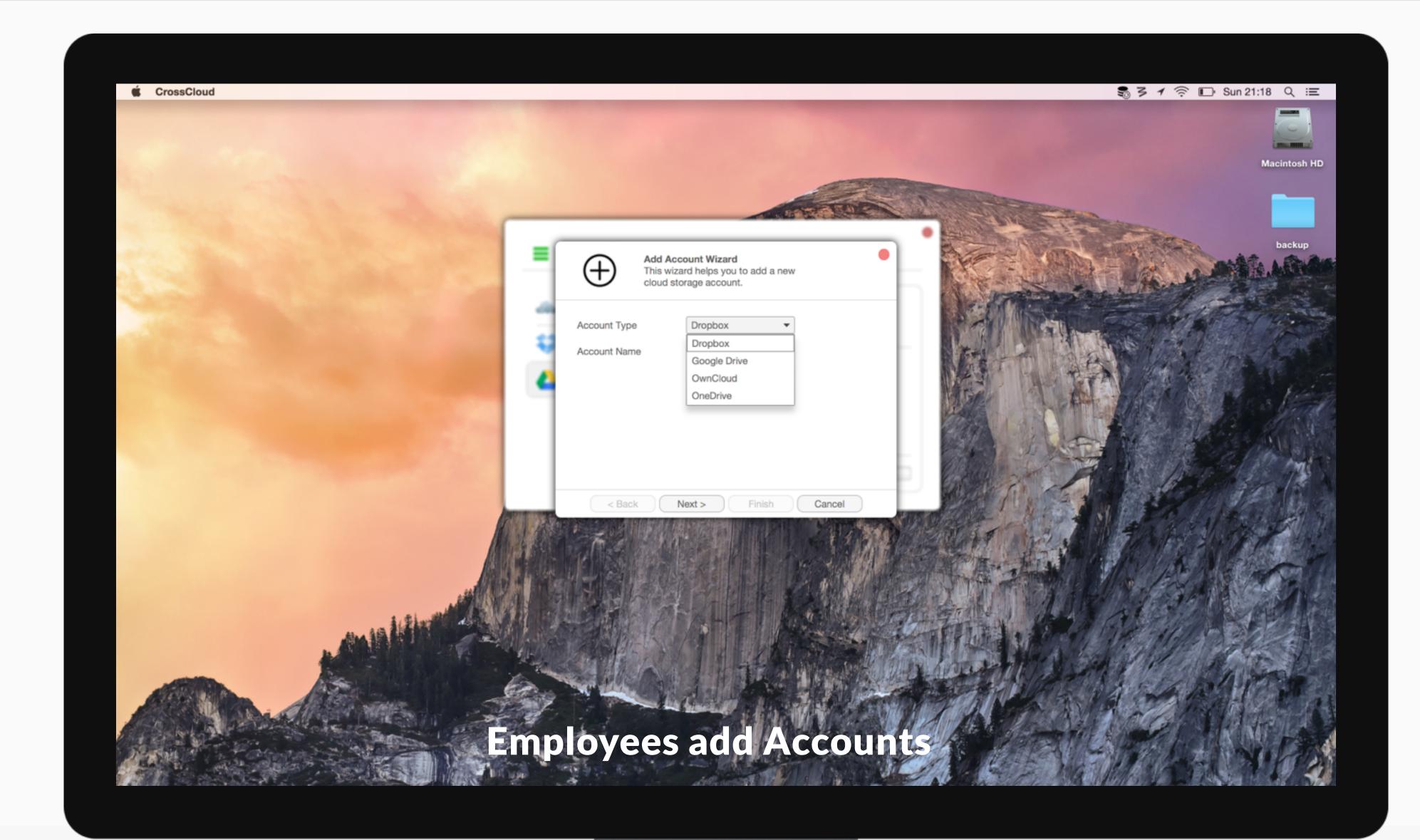








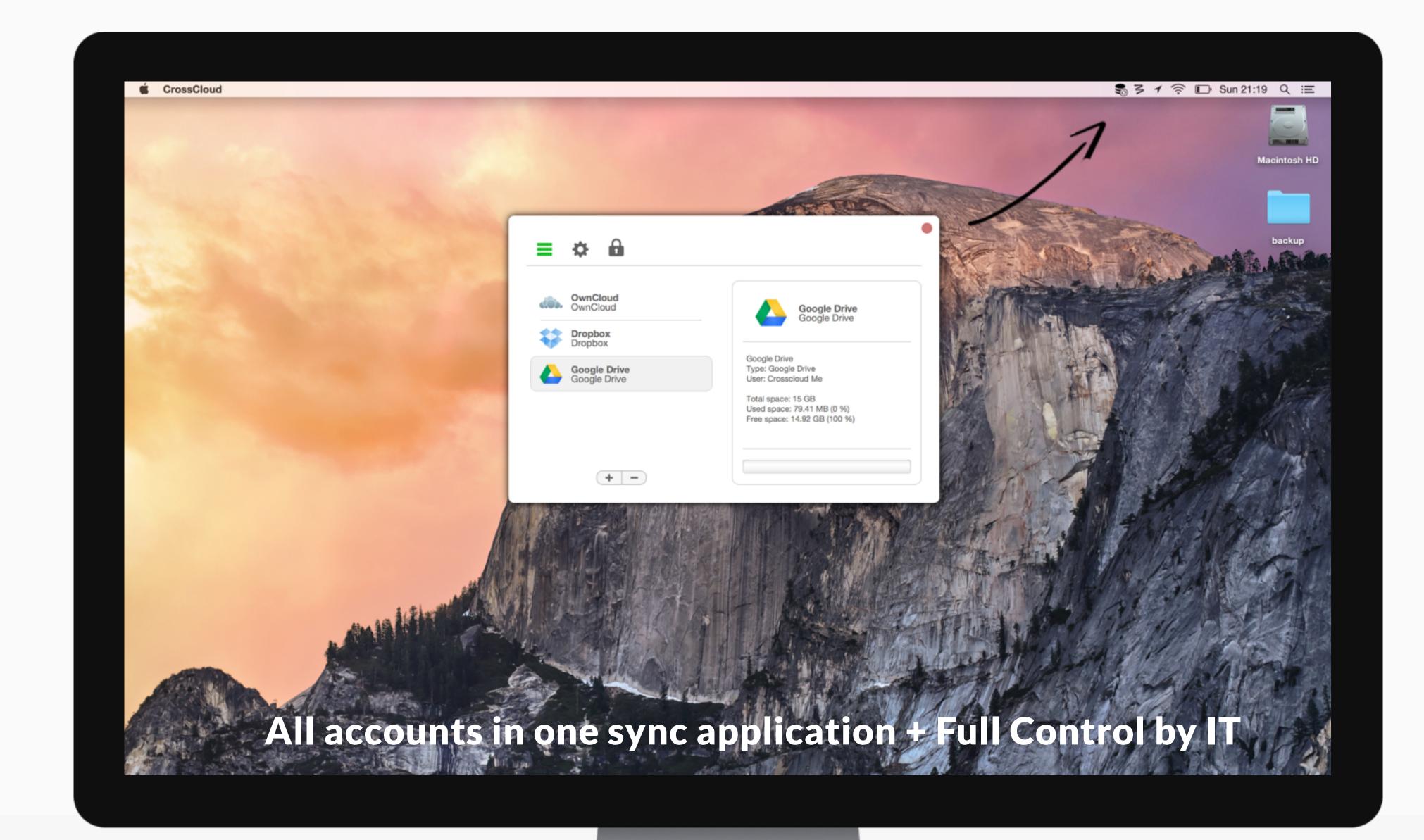












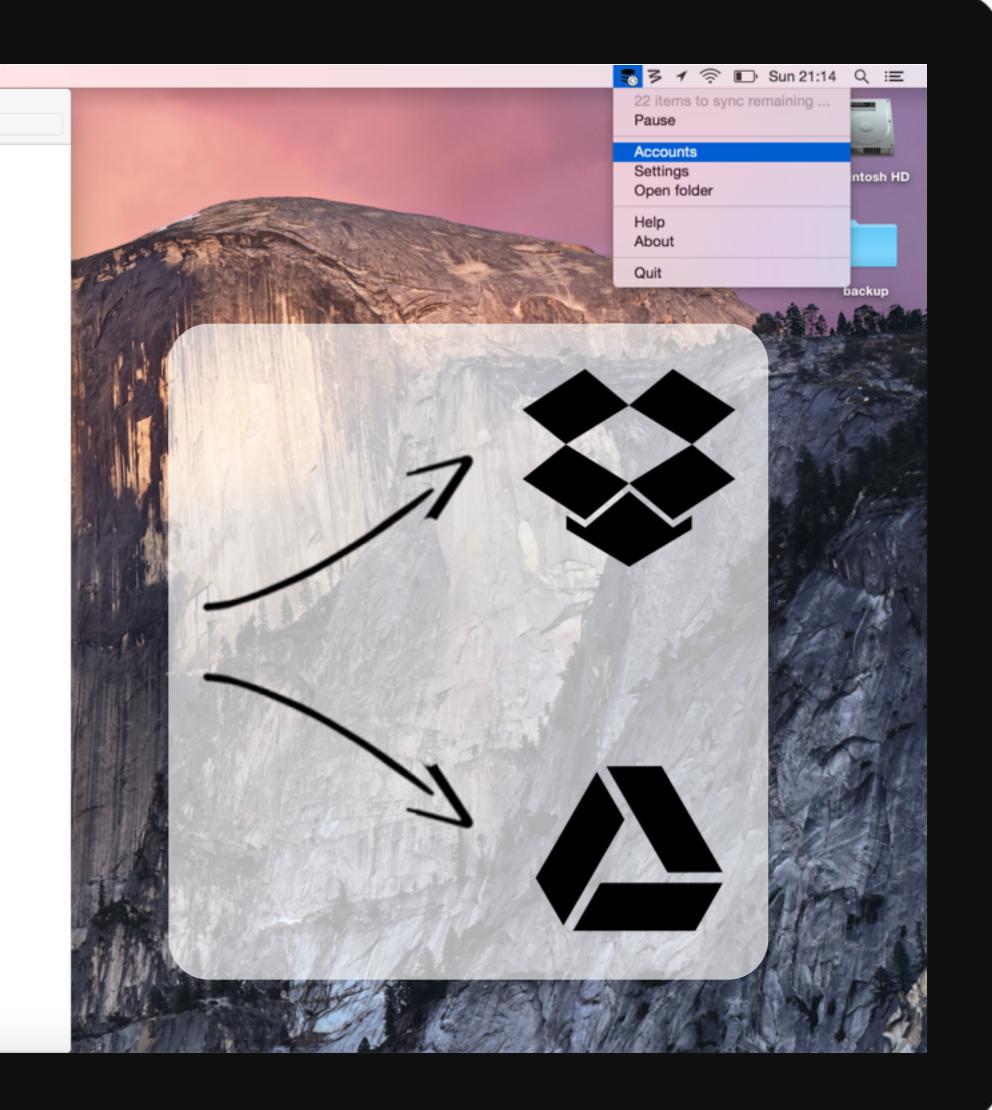






Ś
<
Favo



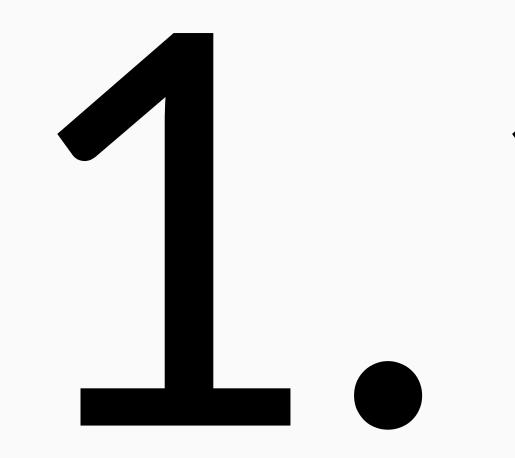






Market Size & Trends

Total Addressable Market (Cloud Access Security Broker)



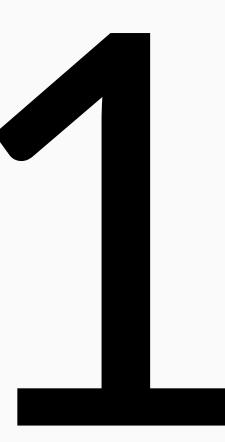
Phase 1

Cloud Storage SME

220M\$

[1] Gartner - Technology Overview for Cloud Access Security Broker - 2015







@225% AGR

Phase 2

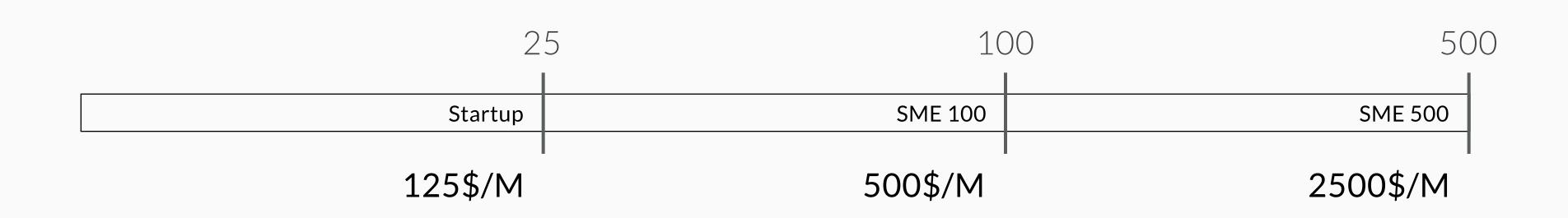
Cloud Storage Enterprise





Business Model







/user/month

Subscription





Additional Services

• 10% Support

- Analysis **Reports**
- SME: Minimal Backend Services





• Service **Recommendation** based on data



Competition



Raised 131,4M\$ [2]

Enterprise





Raised 59,5M\$, Acquired by Microsoft



Raised 35,0M\$



Raised 80,0M\$ [3]



skyhigh

Raised 66,5M\$[1]



Self-Setup

E CrossCloud



SME



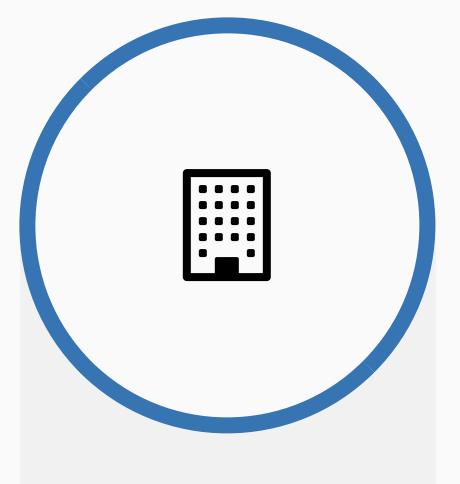
Raised 1,4M\$

Complex Implementation



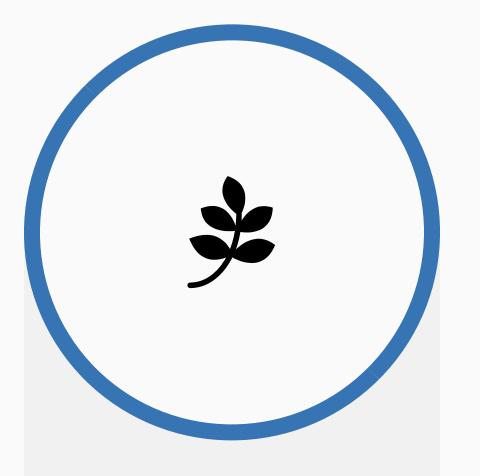


Competitive Advantage



SME

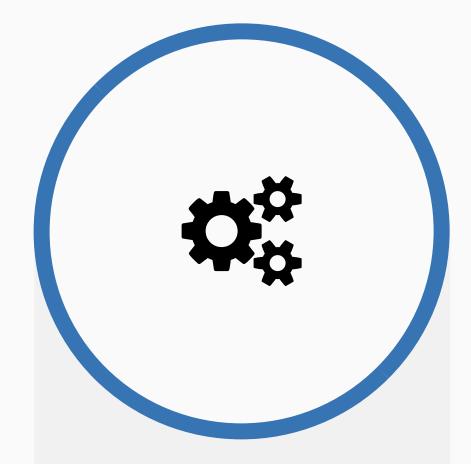
We can address SMEs as well as enterprises in a scalable way. Fast adoption in any company size.



Lightweight

No requirements to infrastructure. One client installation handles all aspects. Scale for free.



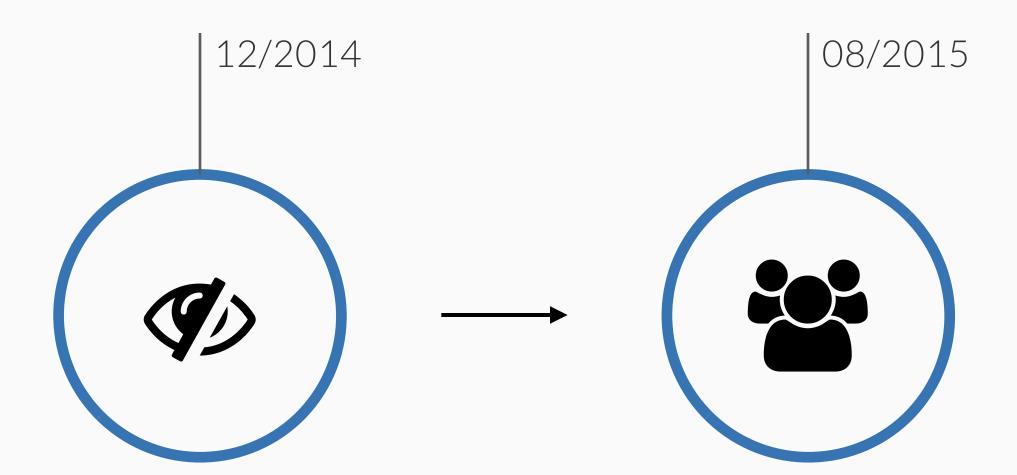


Integration

CrossCloud integrates with existing services (User, Logging, etc.) and extends them.



Status & Roadmap

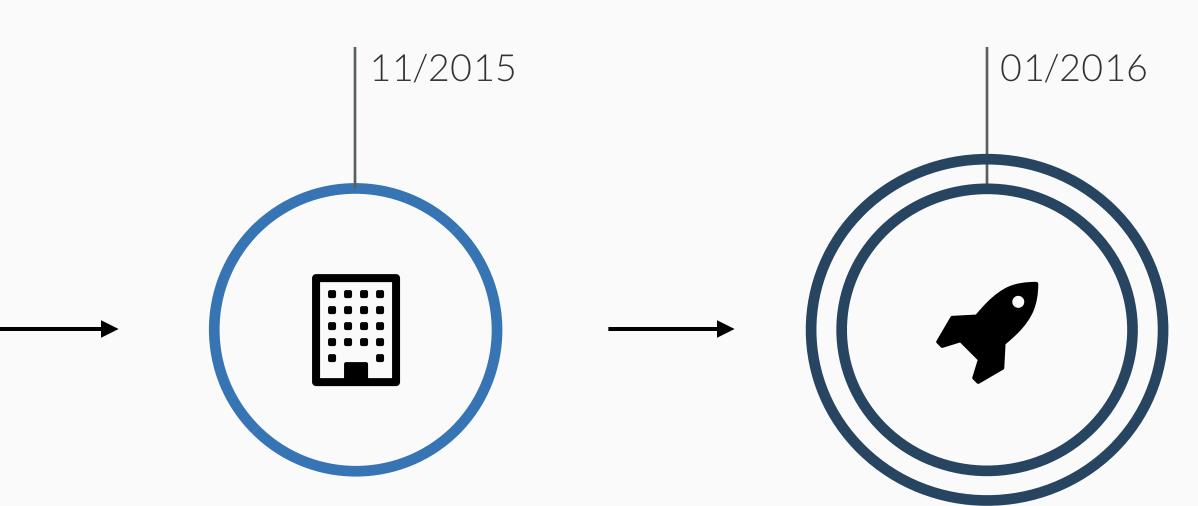


Private Beta

Desktop (Mac, Windows), Dropbox, Google Drive **Public Beta**

Desktop: + OwnCloud, OneDrive, Encryption, SyncRules, Context Menu integration, etc.



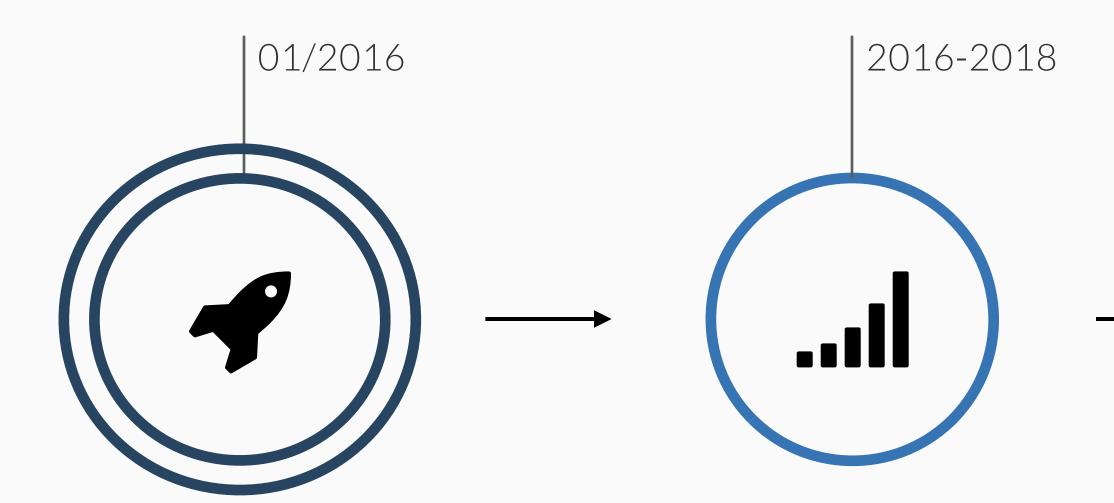


First Customer Contract Beta mobile

First SME Implementation, Mobile (iOS, Android) private beta Launch

Desktop: + Box, shared encryption, monitoring and control features

Go-To-Market



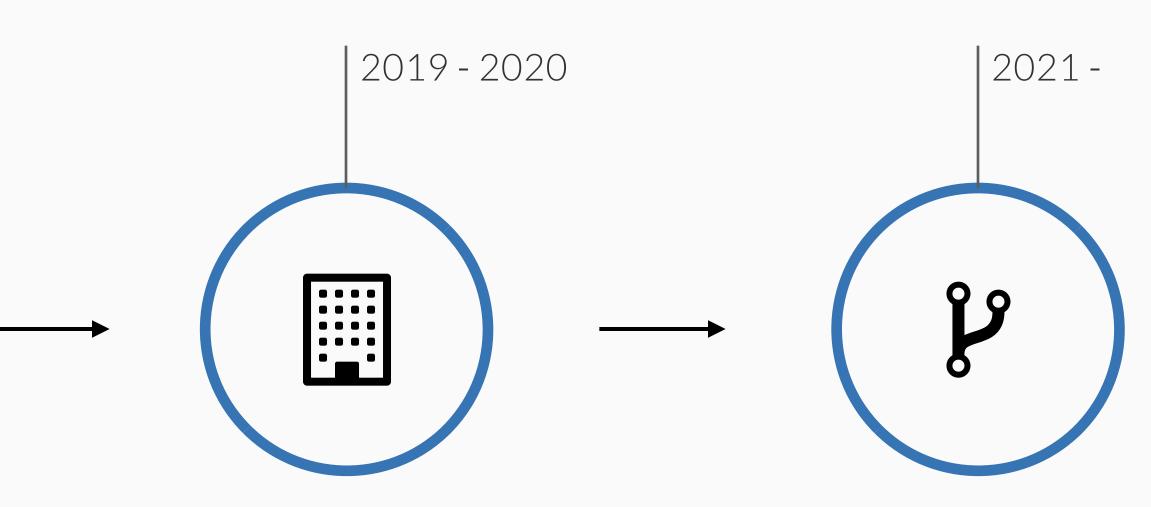
Launch

Desktop (MacOS, Windows) and mobile application (iOS, Android). Free for private users.

Scale to SME

Address SMEs: Direct Sales System Integrators Consultants





Extend to Enterprise

Implement additional service integrations and address enterprises Extend to other Services (SaaS)

Move from cloud storage to other applications. Keep focus on SME.

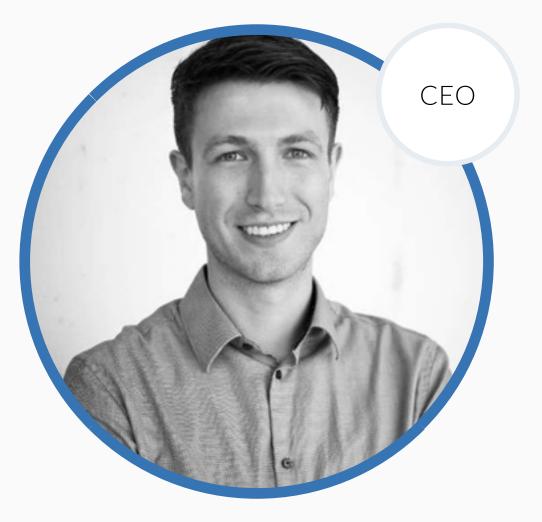






Johannes Innerbichler

Co-Founder, 4 years software development data sync



Co-Founder, 3 years experience entrepreneur security



Julian Rath Backend / Core



Fiona Draxler Mobile Platform





Christoph Hechenblaikner

Dominik Schleicher Mobile Development



Jakob Auer Infrastructure / Test, 3 years experience testing automotive



Elisabeth Flik Design + UX



Saša Lipovšek Marketing





Market Entry Distribution Customer Integrations



Monthly Burn Rate 20k€

Runway 16M



600 Now Raising

Funding to date: 250k€ (04/2015)

BEP Q1/2019

Revenue (projected) - 2019 3,3M€





The Bring-Your-Own-Cloud-Storage

Environment.



@crosscloudme

E CrossCloud

Christoph Hechenblaikner CEO/Co-Founder christoph@crosscloud.me +436509999484